

# Porter for Sale

Looking for the highest quality education on the market? Have we got a deal for you!

## **Procedure**

We are going to pretend that Porter is a business for sale. As sellers we want to be able to pitch all the qualities that make Porter unique and marketable – all the important selling points. As buyers we want to go into this sale knowing just what qualities we are looking for – our expectations, have the list of all the questions we want to ask the seller.

- Staff will be split into teams – count off by 2. The ones head to one room as the sellers. The twos head to another room as the buyers.

### **Preparation for Sale: 20 Minutes**

- Each team chooses a facilitator and recorder. Finally someone to make the sales pitch 5 minutes and negotiate – (think about the car sales process or demanding a new roof)
- Sellers will brainstorm all the special selling points, all the great qualities Porter has (advertising points – new technology, high quality team of specialists) – will have 5 minutes to present.
- Buyers will brainstorm all the qualities they want to see – the things that make for a great school. They will need to have a list of their expectations, requirements before they will buy. (Looking for computer training, time for math teachers to meet)

### **Negotiations: 20 minutes**

- Sellers have 5 minutes to make their pitch
- Buyers have 5 to make demands, ask questions
- The two can negotiate for 10 – go over the lists see what can easily be met or maybe already is, also set aside those things that we have no control over

### **Signing the Contract: 15 minutes**

- Recognize all the great selling points!!!
- Prioritize the list of expectations for **us**
- Make sure they are realistic – think about a timeline (what can the budget price afford.)
- How can **we** best tackle the goals – we are looking at committees later, think about which of these might best fit with some of them...

**Debrief:** What did we learn? What was it like to be on each team? How did the negotiations work and why?